

1997 Cumulative Index and Author Index

Volume 40, Numbers 1-6

ARTICLES

Accounting

Julie H. Hertenstein and Sharon M. McKinnon, "Solving the Puzzle of the Cash Flow Statement" (A *Business Horizons* Tutorial), Jan-Feb: 69-76.

Business and Society

William Beaver, "What to Do About Alcohol Advertising," Jul-Aug: 87-91.

Thomas A. Hemphill, "Confronting Corporate Welfare," Nov-Dec: 2-8.

Thomas A. Hemphill, "Legislating Corporate Social Responsibility," Mar-Apr: 53-58.

Kenneth A. Kovach, Judith A. Sullivan, Thomas M. Alston, and Nancy Greer Hamilton, "New Prescriptions for a Healthier OSHA," Mar-Apr: 45-52.

Paul Hooper and Karen A. Smith, "A Value-Added Tax in the U.S.: An Argument in Favor," May-June: 78-83.

Alan N. Miller, Thomas E. Backer, and Everett M. Rogers, "Business Education and the AIDS Epidemic: Responding in the Workplace," Jul-Aug: 78-86.

Business Education

Philip D. Arben, "The Integrating Course in the Business School Curriculum, or, Whatever Happened to Business Policy?" Mar-Apr: 65-70.

Business Ethics

Grover Starling, "Business Ethics and Nietzsche," May-June: 2-12.

The Editor's Chair

Dennis W. Organ and Thomas W. De Berry, "Accountant *and* Economist? Confessions of a Professional Hybrid," Sep-Oct: 1-6.

Environmental Management

Dennis A. Rondinelli, Michael A. Berry, and Gyula Vastag, "Strategic Programming for Environmental Management: Sonoco's Take-Back Policy," May-June: 23-32.

Mark Sharfman, Rex T. Ellington, and Mark Meo, "The Next Step in Becoming 'Green': Life-Cycle Oriented Environmental Management," May-June: 13-22.

Murray Weidenbaum, Christopher Douglass, and Michael Orlando, "How to Achieve a Healthier Environment *and* a Stronger Economy," Jan-Feb: 9-16.

Finance

John Byrd, Kent Hickman, and Hugh Hunter, "Diversification: A Broader Perspective," Mar-Apr: 40-44.

Glen T. Ryen, Geraldo M. Vasconcellos, and Richard J. Kish, "Capital Structure Decisions: What Have We Learned?" Sep-Oct: 41-50.

Edward J. Stendardi and Thomas Tyson, "Maverick Thinking in Open-Book Firms: The Challenge for Financial Executives," Sep-Oct: 35-40.

Focus: Airline Frequent Flier Programs

Robert L. Thornton and M.K. Thornton, "Who Ambushed Airline Deregulation?" Jan-Feb: 41-46.

David W. Arnesen, C. Patrick Fleenor, and Rex S. Toh, "The Ethical Dimensions of Airline Frequent Flier Programs," Jan-Feb: 47-56.

Human Resources Management

Michael W. Blum and James A. Wall, Jr., "HRM: Managing Conflicts in the Firm," May-June: 84-87.

Lisa A. Burke, "Developing High-Potential Employees in the New Business Reality," Mar-Apr: 18-24.

Thomas K. Fitzgerald, "Understanding Diversity in the Workplace: Cultural Metaphors Or Metaphors of Identity?" Jul-Aug: 66-70.

Philip C. Grant, "Essential or Marginal? Job Functions and the Americans With Disabilities Act," Mar-Apr: 71-74.

Woodruff Imberman, "Unsuccessful Executives in Automotive Manufacturing," Mar-Apr: 2-6.

William Q. Judge and Jeffrey Cowell, "The Brave New World of Executive Coaching," Jul-Aug: 71-77.

Renee D. Robbins and J.A. DeFatta, "Independent Contractor Versus Employee: The Risks of Re-classification," Nov-Dec: 70-76.

Robert H. Schappe, "The Marriage of Union and Management: Understanding and Preventing Failure," Mar-Apr: 25-32.

Susan M. Schor, "Separate and Unequal: The Nature of Women's and Men's Career-Building Relationships," Sep-Oct: 51-58.

Sherry E. Sullivan and Edward A. Duplaga, "Recruiting and Retaining Older Workers for the New Millennium," Nov-Dec: 65-69.

Information Technology

Saul W. Gellerman, "How Document Imaging Is Breaking Paperwork Logjams," Nov-Dec: 77-82.

Robert L. Laud and Peter K. Thies, "Great Expectations: Structuring IT Organizations That Really Deliver," Jul-Aug: 25-36.

International Business

C. Christopher Baughn, Michael Bixby, and L. Shelton Woods, "Patent Laws and the Public Good: IPR Protection in Japan and the United States," Jul-Aug: 59-65.

Henry P. Conn and George S. Yip, "Global Transfer of Critical Capabilities," Jan-Feb: 22-31.

Paul Ellis, "Uncertainty in the Hong Kong Special Administrative Region," Mar-Apr: 59-64.

Suk-ching Ho, "The Emergence of Consumer Power in China," Sep-Oct: 15-21.

David Strutton and Lou Pelton, "Scaling the Great Wall: The *Yin* and *Yang* of Resolving Business Conflicts in China," Sep-Oct: 22-34.

Yim Yu Wong and Thomas E. Maher, "New Key Success Factors for China's Growing Market," May-June: 43-52.

Marketing

William H. Borghesani, Peter L. de la Cruz, and David B. Berry, "Controlling the Chain: Buyer Power, Distributive Control, and New Dynamics in Retailing," Jul-Aug: 17-24.

S. Tamer Cavusgil, "Measuring the Potential of Emerging Markets: An Indexing Approach," Jan-Feb: 87-91.

Thomas W. Gruen, "Relationship Marketing: The Route to Marketing Efficiency and Effectiveness," Nov-Dec: 32-38.

Steven E. Harbour, "Five Rules of Distribution Management," May-June: 53-58.

W. Wossen Kassaye, "Global Advertising and the World Wide Web," May-June: 33-42.

Marc Logman, "Marketing Mix Customization and Customizability," Nov-Dec: 39-44.

James R. Lowry, "The Life Cycle of Shopping Centers," Jan-Feb: 77-86.

John V. Petrof, "Relationship Marketing: The Wheel Reinvented?" Nov-Dec: 26-31.

Tasadduq Shervani and Philip C. Zerrillo, "The Albatross of Product Innovation," Jan-Feb: 57-62.

Stanley F. Slater, Eric M. Olson, and Venkateshwar K. Reddy, "Strategy-Based Performance Measurement," Jul-Aug: 37-44.

Operations Management

Thomas Y. Choi, Manus Rungtusanatham, and Ji-Sung Kim, "Continuous Improvement on the Shop Floor: Lessons from Small to Midsize Firms," Nov-Dec: 45-50.

Hershey H. Friedman and Linda W. Friedman, "Reducing the 'Wait' in Waiting-Line Systems: Waiting Line Segmentation," Jul-Aug: 54-58.

Kee Young Kim, Jeffrey G. Miller, and Janelle Heineke, "Mastering the Quality Staircase, Step by Step," Jan-Feb: 17-21.

Clinton O. Longenecker, Timothy C. Stansfield, and Deborah J. Dwyer, "The Human Side of Manufacturing Improvement," Mar-Apr: 7-17.

Vincent A. Mabert and Roger W. Schmenner, "Assessing the Roller Coaster of Downsizing," Jul-Aug: 45-53.

Anthony Lee Patti and James Patrick Gilbert, "Collocating New Product Development Teams: Why, When, Where, and How?" Nov-Dec: 59-64.

Louis Raho and Peter Mears, "Quality System Chaining: The Next Link in the Evolution of Quality," Sep-Oct: 65-72.

M.R. Yilmaz and Sangit Chatterjee, "Deming and the Quality of Software Development," Nov-Dec: 51-58.

Profiles in Executive Education

Harper W. Moulton, "Tom Glynn Jones," May-June: 88-91.

Strategic Management

Christopher K. Bart, "Sex, Lies, and Mission Statements," Nov-Dec: 9-18.

Joseph Coleman, William Slonaker, and Ann Wendt, "True Teams or Tag Teams?" Sep-Oct: 59-64.

Diana L. Deadrick, R. Bruce McAfee, and Myron Glassman, "'Customers for Life': Does It Fit Your Culture?" Jul-Aug: 11-16.

Tom Duening, "Our Turbulent Times? The Case for Evolutionary Organizational Change," Jan-Feb: 2-8.

Betsy D. Gelb and Linda Hayes, "When Your Competitor Turns Obstructionist...", Mar-Apr: 33-39.

Paul J. Gordon, "Ten Strategic Audit Questions," Sep-Oct: 7-14.

John W. Hebler Jr. and Doris C. Van Doren, "Unfettered Leverage: The Ascendancy of Knowledge-Rich Products and Processes," Jul-Aug: 2-10.

Brahim Herbane, Dominic Elliott, and Ethné Swartz, "Contingency and Continua: Achieving Excellence Through Business Continuity Planning," Nov-Dec: 19-25.

Jennifer R. Hickman and William "Rick" Crandall, "Before Disaster Hits: A Multifaceted Approach to Crisis Management," Mar-Apr: 75-79.

Jeffrey P. Katz, Astrid Simanek, and James B. Townsend, "Corporate Mergers and Acquisitions: One More Wave to Consider," Jan-Feb: 32-40.

Lance Leuthesser and Chiranjeev Kohli, "Corporate Identity: The Role of Mission Statements," May-June: 59-66.

Stewart Shapiro and Mark T. Spence, "Managerial Intuition: A Conceptual and Operational Framework," Jan-Feb: 63-68.

Andrew L. Solomon, "Do Consultants Really Add Value to Client Firms?" May-June: 67-72.

Matthew C. Sonfield and Robert N. Lussier, "The Entrepreneurial Strategy Matrix: A Model for New and Ongoing Ventures," May-June: 73-77.

FOCUS ON BOOKS

Changing Focus, by Alecia Swasy. Reviewed by Robert D. Gulbro, Nov-Dec: 84.

Conservative Environmentalism: Reassessing the Means, Redefining the Ends, by James R. Dunn and John E. Kinney. Reviewed by Gordon K. Durnil, Mar-Apr: 80-81.

Employee Participation in Europe, by Herman Knudsen. Reviewed by Alfred Diamant, Sep-Oct: 74-75.

From State to Market? The Transformation of French Business and Government, by Vivien A. Schmidt. Reviewed by Alfred Diamant, Nov-Dec: 83-84.

Japanese Civilization: A Comparative View, by S.N. Eisenstadt. Reviewed by George M. Wilson, Nov-Dec: 86.

Mean Business: How I Save Bad Companies and Make Good Companies Great, by Albert J. Dunlap. Reviewed by Robert D. Gulbro, Sep-Oct: 75-76.

The Modern Corporation and American Political Thought, by Scott R. Bowman. Reviewed by Alfred Diamant, Nov-Dec: 83-84.

The Paradox of Progress: Can Americans Regain Their Confidence in a Prosperous Future? by Richard B. McKenzie. Reviewed by Thomas A. Hemphill, Nov-Dec: 85-86.

What Employers Want: Job Prospects for Less Educated Workers, by Harry J. Holzer. Reviewed by Alfred Diamant, Sep-Oct: 74-75.

The Witch Doctors: Making Sense of the Management Gurus, by John Micklethwait and Adrian Wooldridge. Reviewed by Robert D. Gulbro, Sep-Oct: 73-74.

BOOK NOTES

Mar-Apr: 82-92.

Sep-Oct: 77-87.

AUTHOR INDEX

Alston, Thomas M., Kenneth A. Kovach, Judith A. Sullivan, and Nancy Greer Hamilton, "New Prescriptions for a Healthier OSHA," Mar-Apr: 45-52.

Arben, Philip D., "The Integrating Course in the Business School Curriculum, or, Whatever Happened to Business Policy?" Mar-Apr: 65-70.

Arnesen, David W., C. Patrick Fleenor, and Rex S. Toh, "The Ethical Dimensions of Airline Frequent Flier Programs," Jan-Feb: 47-56.

Backer, Thomas E., Alan N. Miller, and Everett M. Rogers, "Business Education and the AIDS Epidemic: Responding in the Workplace," Jul-Aug: 78-86.

Bart, Christopher K., "Sex, Lies, and Mission Statements," Nov-Dec: 9-18.

Baughn, C. Christopher, Michael Bixby, and L. Shelton Woods, "Patent Laws and the Public Good: IPR Protection in Japan and the United States," Jul-Aug: 59-65.

Beaver, William, "What to Do About Alcohol Advertising," Jul-Aug: 87-91.

Berry, David B., William H. Borghesani, and Peter L. de la Cruz, "Controlling the Chain: Buyer Power, Distributive Control, and New Dynamics in Retailing," Jul-Aug: 17-24.

Berry, Michael A., Dennis A. Rondinelli, and Gyula Vastag, "Strategic Programming for Environmental Management: Sonoco's Take-Back Policy," May-June: 23-32.

Bixby, Michael, C. Christopher Baughn, and L. Shelton Woods, "Patent Laws and the Public Good: IPR Protection in Japan and the United States," Jul-Aug: 59-65.

Blum, Michael W., and James A. Wall, Jr., "HRM: Managing Conflicts in the Firm," May-June: 84-87.

Borghesani, William H., Peter L. de la Cruz, and David B. Berry, "Controlling the Chain: Buyer Power, Distributive Control, and New Dynamics in Retailing," Jul-Aug: 17-24.

Burke, Lisa A., "Developing High-Potential Employees in the New Business Reality," Mar-Apr: 18-24.

Byrd, John, Kent Hickman, and Hugh Hunter, "Diversification: A Broader Perspective," Mar-Apr: 40-44.

Cavusgil, S. Tamer, "Measuring the Potential of Emerging Markets: An Indexing Approach," Jan-Feb: 87-91.

Chatterjee, Sangit, and M.R. Yilmaz, "Deming and the Quality of Software Development," Nov-Dec: 51-58.

Choi, Thomas Y., Manus Rungtusanatham, and Ji-Sung Kim, "Continuous Improvement on the Shop Floor: Lessons from Small to Midsize Firms," Nov-Dec: 45-50.

Coleman, Joseph, William Slonaker, and Ann Wendt, "True Teams or Tag Teams?" Sep-Oct: 59-64.

Conn, Henry P., and George S. Yip, "Global Transfer of Critical Capabilities," Jan-Feb: 22-31.

Cowell, Jeffrey, and William Q. Judge, "The Brave New World of Executive Coaching," Jul-Aug: 71-77.

Crandall, William "Rick," and Jennifer R. Hickman, "Before Disaster Hits: A Multifaceted Approach to Crisis Management," Mar-Apr: 75-79.

de la Cruz, Peter L., William H. Borghesani, and David B. Berry, "Controlling the Chain: Buyer Power, Distributive Control, and New Dynamics in Retailing," Jul-Aug: 17-24.

De Berry, Thomas W. (with Dennis W. Organ), "Accountant *and* Economist? Confessions of a Professional Hybrid," Sep-Oct: 1-6.

Deadrick, Diana L., R. Bruce McAfee, and Myron Glassman, "'Customers for Life': Does It Fit Your Culture?" Jul-Aug: 11-16.

DeFatta, J.A., and Renee D. Robbins, "Independent Contractor Versus Employee: The Risks of Reclassification," Nov-Dec: 70-76.

Douglass, Christopher, Murray Weidenbaum, and Michael Orlando, "How to Achieve a Healthier Environment *and* a Stronger Economy," Jan-Feb: 9-16.

Duening, Tom, "Our Turbulent Times? The Case for Evolutionary Organizational Change," Jan-Feb: 2-8.

Duplaga, Edward A., and Sherry E. Sullivan, "Recruiting and Retaining Older Workers for the New Millennium," Nov-Dec: 65-69.

Dwyer, Deborah J., Clinton O. Longenecker, and Timothy C. Stansfield, "The Human Side of Manufacturing Improvement," Mar-Apr: 7-17.

Ellington, Rex T., Mark Sharfman, and Mark Meo, "The Next Step in Becoming 'Green': Life-Cycle Oriented Environmental Management," May-June: 13-22.

Elliott, Dominic, Brahim Herbane, and Ethné Swartz, "Contingency and Continua: Achieving Excellence Through Business Continuity Planning," Nov-Dec: 19-25.

Ellis, Paul, "Uncertainty in the Hong Kong Special Administrative Region," Mar-Apr: 59-64.

Fitzgerald, Thomas K., "Understanding Diversity in the Workplace: Cultural Metaphors Or Metaphors of Identity?" Jul-Aug: 66-70.

Fleenor, C. Patrick, David W. Arnesen, and Rex S. Toh, "The Ethical Dimensions of Airline Frequent Flier Programs," Jan-Feb: 47-56.

Friedman, Hershey H., and Linda W. Friedman, "Reducing the 'Wait' in Waiting-Line Systems: Waiting Line Segmentation," Jul-Aug: 54-58.

Friedman, Linda W., and Hershey H. Friedman, "Reducing the 'Wait' in Waiting-Line Systems: Waiting Line Segmentation," Jul-Aug: 54-58.

Gelb, Betsy D., and Linda Hayes, "When Your Competitor Turns Obstructionist...", Mar-Apr: 33-39.

Gellerman, Saul W., "How Document Imaging Is Breaking Paperwork Logjams," Nov-Dec: 77-82.

Gilbert, James Patrick, and Anthony Lee Patti, "Collocating New Product Development Teams: Why, When, Where, and How?" Nov-Dec: 59-64.

Glassman, Myron, Diana L. Deadrick, and R. Bruce McAfee, "'Customers for Life': Does It Fit Your Culture?" Jul-Aug: 11-16.

Gordon, Paul J., "Ten Strategic Audit Questions," Sep-Oct: 7-14.

Grant, Philip C., "Essential or Marginal? Job Functions and the Americans With Disabilities Act," Mar-Apr: 71-74.

Gruen, Thomas W., "Relationship Marketing: The Route to Marketing Efficiency and Effectiveness," Nov-Dec: 32-38.

Hamilton, Nancy Greer, Kenneth A. Kovach, Judith A. Sullivan, and Thomas M. Alston, "New Prescriptions for a Healthier OSHA," Mar-Apr: 45-52.

Harbour, Steven E., "Five Rules of Distribution Management," May-June: 53-58.

Hayes, Linda, and Betsy D. Gelb, "When Your Competitor Turns Obstructionist...", Mar-Apr: 33-39.

Hebeler, John W., Jr. and Doris C. Van Doren, "Unfettered Leverage: The Ascendancy of Knowledge-Rich Products and Processes," Jul-Aug: 2-10.

Heineke, Janelle, Kee Young Kim, and Jeffrey G. Miller, "Mastering the Quality Staircase, Step by Step," Jan-Feb: 17-21.

Hemphill, Thomas A., "Confronting Corporate Welfare," Nov-Dec: 2-8.

Hemphill, Thomas A., "Legislating Corporate Social Responsibility," Mar-Apr: 53-58.

Herbane, Brahim, Dominic Elliott, and Ethné Swartz, "Contingency and Continua: Achieving Excellence Through Business Continuity Planning," Nov-Dec: 19-25.

- Hertenstein, Julie H., and Sharon M. McKinnon, "Solving the Puzzle of the Cash Flow Statement" (A *Business Horizons* Tutorial), Jan-Feb: 69-76.
- Hickman, Kent, John Byrd, and Hugh Hunter, "Diversification: A Broader Perspective," Mar-Apr: 40-44.
- Hickman, Jennifer R., and William "Rick" Crandall, "Before Disaster Hits: A Multifaceted Approach to Crisis Management," Mar-Apr: 75-79.
- Ho, Suk-ching, "The Emergence of Consumer Power in China," Sep-Oct: 15-21.
- Hooper, Paul, and Karen A. Smith, "A Value-Added Tax in the U.S.: An Argument in Favor," May-June: 78-83.
- Hunter, Hugh, John Byrd, and Kent Hickman, "Diversification: A Broader Perspective," Mar-Apr: 40-44.
- Imberman, Woodruff, "Unsuccessful Executives in Automotive Manufacturing," Mar-Apr: 2-6.
- Judge, William Q., and Jeffrey Cowell, "The Brave New World of Executive Coaching," Jul-Aug: 71-77.
- Kassaye, W. Wossen, "Global Advertising and the World Wide Web," May-June: 33-42.
- Katz, Jeffrey P., Astrid Simanek, and James B. Townsend, "Corporate Mergers and Acquisitions: One More Wave to Consider," Jan-Feb: 32-40.
- Kim, Ji-Sung, Thomas Y. Choi, and Manus Rungtusanatham, "Continuous Improvement on the Shop Floor: Lessons from Small to Midsize Firms," Nov-Dec: 45-50.
- Kim, Kee Young, Jeffrey G. Miller, and Janelle Heineke, "Mastering the Quality Staircase, Step by Step," Jan-Feb: 17-21.
- Kish, Richard J., Glen T. Ryen, and Geraldo M. Vasconcellos, "Capital Structure Decisions: What Have We Learned?" Sep-Oct: 41-50.
- Kohli, Chiranjeev, and Lance Leuthesser, "Corporate Identity: The Role of Mission Statements," May-June: 59-66.
- Kovach, Kenneth A., Judith A. Sullivan, Thomas M. Alston, and Nancy Greer Hamilton, "New Prescriptions for a Healthier OSHA," Mar-Apr: 45-52.
- Laud, Robert L., and Peter K. Thies, "Great Expectations: Structuring IT Organizations That Really Deliver," Jul-Aug: 25-36.
- Leuthesser, Lance, and Chiranjeev Kohli, "Corporate Identity: The Role of Mission Statements," May-June: 59-66.
- Logman, Marc, "Marketing Mix Customization and Customizability," Nov-Dec: 39-44.
- Longenecker, Clinton O., Timothy C. Stansfield, and Deborah J. Dwyer, "The Human Side of Manufacturing Improvement," Mar-Apr: 7-17.
- Lowry, James R., "The Life Cycle of Shopping Centers," Jan-Feb: 77-86.
- Lussier, Robert N., and Matthew C. Sonfield, "The Entrepreneurial Strategy Matrix: A Model for New and Ongoing Ventures," May-June: 73-77.
- Mabert, Vincent A., and Roger W. Schmenner, "Assessing the Roller Coaster of Downsizing," Jul-Aug: 45-53.
- Maher, Thomas E., and Yim Yu Wong, "New Key Success Factors for China's Growing Market," May-June: 43-52.
- McAfee, R. Bruce, Diana L. Deadrick, and Myron Glassman, "'Customers for Life': Does It Fit Your Culture?" Jul-Aug: 11-16.
- McKinnon, Sharon M., and Julie H. Hertenstein, "Solving the Puzzle of the Cash Flow Statement" (A *Business Horizons* Tutorial), Jan-Feb: 69-76.
- Mears, Peter, and Louis Raho, "Quality System Chaining: The Next Link in the Evolution of Quality," Sep-Oct: 65-72.
- Meo, Mark, Mark Sharfman, and Rex T. Ellington, "The Next Step in Becoming 'Green': Life-Cycle Oriented Environmental Management," May-June: 13-22.
- Miller, Alan N., Thomas E. Backer, and Everett M. Rogers, "Business Education and the AIDS Epidemic: Responding in the Workplace," Jul-Aug: 78-86.
- Miller, Jeffrey G., Kee Young Kim, and Janelle Heineke, "Mastering the Quality Staircase, Step by Step," Jan-Feb: 17-21.
- Moulton, Harper W., "Tom Glynn Jones (*Profiles in Executive Education*)," May-June: 88-91.

- Olson, Eric M., Stanley F. Slater, and Venkateshwar K. Reddy, "Strategy-Based Performance Measurement," Jul-Aug: 37-44.
- Orlando, Michael, Murray Weidenbaum, and Christopher Douglass, "How to Achieve a Healthier Environment *and* a Stronger Economy," Jan-Feb: 9-16.
- Patti, Anthony Lee, and James Patrick Gilbert, "Collocating New Product Development Teams: Why, When, Where, and How?" Nov-Dec: 59-64.
- Pelton, Lou, and David Strutton, "Scaling the Great Wall: The *Yin* and *Yang* of Resolving Business Conflicts in China," Sep-Oct: 22-34.
- Petrof, John V., "Relationship Marketing: The Wheel Reinvented?" Nov-Dec: 26-31.
- Raho, Louis, and Peter Mears, "Quality System Chaining: The Next Link in the Evolution of Quality," Sep-Oct: 65-72.
- Reddy, Venkateshwar K., Stanley F. Slater, and Eric M. Olson, "Strategy-Based Performance Measurement," Jul-Aug: 37-44.
- Robbins, Renee D., and J.A. DeFatta, "Independent Contractor Versus Employee: The Risks of Reclassification," Nov-Dec: 70-76.
- Rogers, Everett M., Alan N. Miller, and Thomas E. Backer, "Business Education and the AIDS Epidemic: Responding in the Workplace," Jul-Aug: 78-86.
- Rondinelli, Dennis A., Michael A. Berry, and Gyula Vastag, "Strategic Programming for Environmental Management: Sonoco's Take-Back Policy," May-June: 23-32.
- Rungtusanatham, Manus, Thomas Y. Choi, and Ji-Sung Kim, "Continuous Improvement on the Shop Floor: Lessons from Small to Midsize Firms," Nov-Dec: 45-50.
- Ryen, Glen T., Geraldo M. Vasconcellos, and Richard J. Kish, "Capital Structure Decisions: What Have We Learned?" Sep-Oct: 41-50.
- Schappe, Robert H., "The Marriage of Union and Management: Understanding and Preventing Failure," Mar-Apr: 25-32.
- Schmenner, Roger W., and Vincent A. Mabert, "Assessing the Roller Coaster of Downsizing," Jul-Aug: 45-53.
- Schor, Susan M., "Separate and Unequal: The Nature of Women's and Men's Career-Building Relationships," Sep-Oct: 51-58.
- Shapiro, Stewart, and Mark T. Spence, "Managerial Intuition: A Conceptual and Operational Framework," Jan-Feb: 63-68.
- Sharfman, Mark, Rex T. Ellington, and Mark Meo, "The Next Step in Becoming 'Green': Life-Cycle Oriented Environmental Management," May-June: 13-22.
- Shervani, Tasadduq, and Philip C. Zerrillo, "The Albatross of Product Innovation," Jan-Feb: 57-62.
- Simanek, Astrid, Jeffrey P. Katz, and James B. Townsend, "Corporate Mergers and Acquisitions: One More Wave to Consider," Jan-Feb: 32-40.
- Slater, Stanley F., Eric M. Olson, and Venkateshwar K. Reddy, "Strategy-Based Performance Measurement," Jul-Aug: 37-44.
- Slonaker, William, Joseph Coleman, and Ann Wendt, "True Teams or Tag Teams?" Sep-Oct: 59-64.
- Smith, Karen A., and Paul Hooper, "A Value-Added Tax in the U.S.: An Argument in Favor," May-June: 78-83.
- Solomon, Andrew L., "Do Consultants Really Add Value to Client Firms?" May-June: 67-72.
- Sonfield, Matthew C., and Robert N. Lussier, "The Entrepreneurial Strategy Matrix: A Model for New and Ongoing Ventures," May-June: 73-77.
- Spence, Mark T., and Stewart Shapiro, "Managerial Intuition: A Conceptual and Operational Framework," Jan-Feb: 63-68.
- Stansfield, Timothy C., Clinton O. Longenecker, and Deborah J. Dwyer, "The Human Side of Manufacturing Improvement," Mar-Apr: 7-17.
- Starling, Grover, "Business Ethics and Nietzsche," May-June: 2-12.
- Stendardi, Edward J., and Thomas Tyson, "Maverick Thinking in Open-Book Firms: The Challenge for Financial Executives," Sep-Oct: 35-40.
- Strutton, David, and Lou Pelton, "Scaling the Great Wall: The *Yin* and *Yang* of Resolving Business Conflicts in China," Sep-Oct: 22-34.

Sullivan, Sherry E., and Edward A. Duplaga, "Recruiting and Retaining Older Workers for the New Millennium," Nov-Dec: 65-69.

Sullivan, Judith A., Kenneth A. Kovach, Thomas M. Alston, and Nancy Greer Hamilton, "New Prescriptions for a Healthier OSHA," Mar-Apr: 45-52.

Swartz, Ethné, Brahim Herbane, and Dominic Elliott, "Contingency and Continua: Achieving Excellence Through Business Continuity Planning," Nov-Dec: 19-25.

Thies, Peter K., and Robert L. Laud, "Great Expectations: Structuring IT Organizations That Really Deliver," Jul-Aug: 25-36.

Thornton, M.K., and Robert L. Thornton, "Who Ambushed Airline Deregulation?" Jan-Feb: 41-46.

Thornton, Robert L., and M.K. Thornton, "Who Ambushed Airline Deregulation?" Jan-Feb: 41-46.

Toh, Rex S., David W. Arnesen, and C. Patrick Fleenor, "The Ethical Dimensions of Airline Frequent Flier Programs," Jan-Feb: 47-56.

Townsend, James B., Jeffrey P. Katz, and Astrid Simanek, "Corporate Mergers and Acquisitions: One More Wave to Consider," Jan-Feb: 32-40.

Tyson, Thomas, and Edward J. Stendardi, "Maverick Thinking in Open-Book Firms: The Challenge for Financial Executives," Sep-Oct: 35-40.

Van Doren, Doris C., and John W. Hebel, Jr., "Unfettered Leverage: The Ascendancy of Knowledge-Rich Products and Processes," Jul-Aug: 2-10.

Vasconcellos, Geraldo M., Glen T. Ryen, and Richard J. Kish, "Capital Structure Decisions: What Have We Learned?" Sep-Oct: 41-50.

Vastag, Gyula, Dennis A. Rondinelli, and Michael A. Berry, "Strategic Programming for Environmental Management: Sonoco's Take-Back Policy," May-June: 23-32.

Wall, James A., Jr., and Michael W. Blum, "HRM: Managing Conflicts in the Firm," May-June: 84-87.

Weidenbaum, Murray, Christopher Douglass, and Michael Orlando, "How to Achieve a Healthier Environment and a Stronger Economy," Jan-Feb: 9-16.

Wendt, Ann, Joseph Coleman, and William Slonaker, "True Teams or Tag Teams?" Sep-Oct: 59-64.

Wong, Yim Yu, and Thomas E. Maher, "New Key Success Factors for China's Growing Market," May-June: 43-52.

Woods, L. Shelton, C. Christopher Baughn, and Michael Bixby, "Patent Laws and the Public Good: IPR Protection in Japan and the United States," Jul-Aug: 59-65.

Yilmaz, M.R., and Sangit Chatterjee, "Deming and the Quality of Software Development," Nov-Dec: 51-58.

Yip, George S., and Henry P. Conn, "Global Transfer of Critical Capabilities," Jan-Feb: 22-31.

Zerrillo, Philip C., and Tasadduq Shervani, "The Albatross of Product Innovation," Jan-Feb: 57-62.

